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Financial Professionals Guide To Persuading 1 Or 1000

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The Top Performer's Guide to Speeches and Presentations Tim Ursiny Ph.D., Gary DeMoss, 2007-04-01 Speeches and presentations are a facet of almost everyone's career from professional speakers to executives to teachers Top performers just like you struggle every day to not only get their message across but convince the audience to change their actions according to that message The Top Performer's Guide to Speeches and Presentations is your essential handbook full of tips for crafting effective engaging presentations that accomplish your goal be it selling a product or service or teaching a new system Discover The four cornerstones of dynamic speaking and communication How to best use your eyes voice and body language Relating to your audience through story Tools for preparing a masterful Powerpoint presentation Developing your own signature style Tips and hints to ensure that your audience responds with action *The Financial Professional's Guide to Persuading 1 Or 1,000* Gary DeMoss, Mitch Anthony, 2001 One of the best ways financial advisors can attract clients today is through public seminars and other presentations Indeed the ability to communicate not just the ability to manage a portfolio is essential for advice givers who want to succeed in today's competitive financial services industry Persuasive presentations are a matter of both substance and style The Financial Professional's Guide to Persuading 1 or 1 000 will reveal proven strategies for making can't miss presentations about products and services The Top Performer's Guide to Attitude Tim Ursiny, Gary DeMoss, 2008-01-01 The Top Performer's Guide to Attitude examines the crucial topic of attitude in the workplace in a short guide that employees will want to read and managers will want to give out Bad attitude can break a workforce good attitude can bring it to new heights Top performers must know how to capture the power of attitude both in themselves and their coworkers In this short and effective guide Ursiny and DeMoss give the tools and techniques needed to come out on top Making smart choices Focusing your actions Empathizing and strategizing Picking your relationships A weekly attitude plan Using exercises and checklists employees will find it easier to bring a positive and productive attitude to the workplace and managers will see a vast improvement in their staff **Your Clients for Life** Mitch Anthony, Barry LaValley, Carol Anderson, 2002 The financial planning profession is undergoing a transformation from the historical approach of transactions and straight asset accumulation to an integrated financial and life planning strategy for customers Your Clients for Life The Definitive Guide to Becoming a Successful Financial Life Planner is a roadmap that financial planners can use to understand how to make the connection between financial planning and life planning Its premise is that advisors of the future will need to deal more with money as an element of a client's life that cannot be viewed alone **Coaching the Sale** Tim Ursiny Ph.D., Gary DeMoss, 2006-06-01 Selling in the 21st century is a whole new game Every day you face educated and skeptical buyers who are tired of traditional sales techniques and tricks A whole new playbook is needed to focus on what works and unlock your potential Coaching the Sale brings the power of coaching to the sales process It involves a respectful approach in which you create solutions with your prospects resulting in greater buy in and increased client loyalty Using the

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